

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-05 DRC-01 RSC-01 /018 W

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P R 201230Z APR 74

FM AMCONSUL PORTO ALEGRE

TO SECSTATE WASHDC PRIORITY 0311

INFO AMEMBASSY BRASILIA

AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

UNCLAS PORTO ALEGRE 0040

FOR COMMERCE, JL SMITH (OED/MEPD)

E.O. 11652: N/A

TAGS: BEXP, BTRA, ETRN, BR

SUBJECT: OPPORTUNITY FOR ENGINEERING, DESIGN AND EQUIPING
OF AMONIA AND UREA PLANT.

1. PLEASE ADVISE PULLMAN'S RICHARD GRIFFIN THAT DR. NISSIN CASTIEL, CHEMICAL ENGINEER AND PROJECT MANAGER FOR COMPANHIA RIOGRANDENSE DE NITROGENADOS (CRN), STATE-CONTROLLED ENTERPRISE RESPONSIBLE FOR SETTING UP 80 MILLION AMONIA AND UREA PLANT AT SUPERPORT OF RIO GRANDE, WILL BE ARRIVING HOUSTON, TEXAS APRIL 28 FROM TOKYO TO VISIT PULLMAN SUBSIDIARY, M.W. KELLO COMPANY. CRN HAS BEEN IN CONTACT WITH KELLOG VICE PRESIDENT MORRIS TORNPOLE, AND DR. CASTIEL WILL BE MEETING WITH KELLOG TECHNICIANS APRIL 28-MAY 1 BEFORE RETURNING TO BRAZIL VIA N.Y.

2. AS I MENTIONED TO GRIFFIN ON HIS VISIT TO PORTO ALEGRE LAST WEEK, CRN PRESIDENT PIRES PACHECO, FORMER SECRETARY OF INDUSTRY AND COMMERCE OF RIO GRANDE DO SUL, INFORMED ME THAT CRN SEEKS EXPERIENCED FIRM TO PROVIDE THE FOLLOWING FOR THE GRANT COMPLEX, WHICH WOULD PROVIDE CHEMICAL FERTILIZER INGREDIENTS FOR COMP SOUTHERN REGION OF BRAZIL AND POSSIBLE URUGUAY: A. ENGINEERING OF COMPLETE PROJECT., B. GENERAL CONTRACTING, INCLUDING TOTAL PLANT AND PROCESS DESIGN, EQUIPMENT AND MATERIALS., C. SELLING OF "KONW HOW" TO CRN. PACHECO SAID THAT DR. CASTIEL WILL HAVE UNCLASSIFIED

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MET WITH EUROPEAN AND JAPANESE FIRMS BEFORE ARRIVING IN HOUSTON.

COPY OF CRN'S PRELIMINARY PROJECT STUDY BEING HAND CARRIED TO GRIFFIN IN WASHINGTON APRIL 20 BY MRS. GRIFFIN, WHO IS STILL IN PORTO ALEGRE.

3. IN VIEW OF THE HIGH PRICE TAG ON THIS PROJECT AND THE POSSIBILITY OF A MULTIPLIER EFFECT FOR OTHER U.S. SUPPLIES FROM SECURING THE CRN CONTRACT FOR U.S. FIRM, REQUEST COMMERCE ADVISE GRIFFIN OF DATES OF CRN VISIT TO U.S. AND PROVIDE ANY APPROPRIATE ASSISTANCE TO DR. CASTIEL DURING HIS VISIT TO U.S. TOWELL

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